



Liquor Chronicles

Department of Revenue

Liquor Distribution Team

December 2002

Meet the Agents

Mickey Carlson
Customer Service

Store #6 Libby

Where do you go for liquor in Libby? To **The Liquor Store**. Karen Locke is the agent for Libby Agency #6. Her crew includes herself, husband Jim Locke, son Ace (when he is home) and Heidi Drake. Between the four, they represent fifty years in the liquor business in the state of Montana.

According to Karen, "There aren't many questions from customers that we can't answer. Heidi holds the place together. Jim is the people person and knows most of our customers on a first name basis."

Since the privatization, Karen reports significantly increased sales with the addition of wines and an eight hundred square feet addition. Their wine distributor in Kalispell, Fun Beverage, has helped them develop a great wine selection with approximately 500 SKUs. Currently, **The Liquor Store** is second in wine sales in Lincoln County.

Karen started a giftware section with items to complement the beverage world. The store offers everything from glasses to corkscrews, decanters to swizzle sticks and has also moved into the area of linens, serving pieces, silk flower arrangements, gift baskets and most coffee and tea accessories.

The custom basket service grows stronger every year. Heidi and Karen estimated that they created 190 custom baskets during the last holiday season.

The rest of the year they get requests for all occasions from birthdays to real estate closings. They have fun and enjoy the creative challenge.

Karen adds, "We would like to compliment the staff of the State Liquor Warehouse on their outstanding performance. I do most of the ordering and troubleshooting and the state warehouse has far fewer shortages or errors than any other wholesaler with whom we do business."

2003 Order Processing Calendar

The 2003 Order Processing Calendar will be sent to all agents the first week of December. Please review it carefully to ensure you are listed correctly.

If you do not receive a calendar or have a question, please contact Mickey Carlson at (800) 332-6135.

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Christmas and New Year Holidays

The Christmas and New Year holidays both fall on a Wednesday this year. Agencies with a Wednesday pick date must submit their orders to the Helena office by 4:00 am on Friday, December 20 and 4:00 am on Friday, December 27 for processing.



Wishing you and yours
a safe and happy holiday season.

The Liquor Distribution Team

Trivia

There are an estimated forty-nine million (49,000,000) bubbles in a bottle of champagne.

No government health warning is permitted on wine imported into any country in the European Union (Austria, Finland, France, Germany, Greece, Ireland, Italy, Luxembourg, the Netherlands, Portugal, Spain, Sweden, and the United Kingdom).

The trick to setting liquor aflame in drinks or food dishes is to prewarm the glass, cooking vessel, and liquor. Preheat a spoonful of liquor, light it, then pour it into the remaining liquor to be set aflame.

2003 Observed Holidays

The following ten holidays will be observed by the State of Montana in 2003. All liquor agencies must be closed on these days:

- New Year's Day - Wednesday, January 1
- Martin Luther King, Jr. Day - Monday, January 20
- Presidents' Day - Monday, February 17
- Memorial Day - Monday, May 26
- Independence Day - Friday, July 4
- Labor Day - Monday, September 1
- Columbus Day - Monday, October 13
- Veteran's Day - Tuesday, November 11
- Thanksgiving Day - Thursday, November 27
- Christmas Day - Thursday, December 25

The Liquor Warehouse will be closed January 20 through January 24, 2003 to complete a comprehensive inventory. No orders will be processed during this week. Please take this into consideration when placing your orders the prior week. Normal operations will resume Monday, January 27, 2003.



Product Updates

New Products

- Arrow Crème De Banana
475-79996-75
12 pack @ \$6.95/bottle
- Cinco De Mayo Tequila Reposado
499-89096-75
12 pack @ \$19.45/bottle
- Broker's London Dry Gin
200-28352-10
12 pack @ \$22.95/bottle
- Dr McGillicuddy Vanilla Schnapps
490-069668-17
6 pack @ \$21.75/bottle
- Gaetano Long Island Iced Tea
449-74286-75
12 pack @ \$5.95/bottle
- Jim Beam Black
151-19028-17
6 pack @ \$33.95/bottle
- Knicker's Irish Cream Whiskey
425-68569-75
12 pack @ \$9.95/bottle
- Los Azulejos Tequila Reposado
499-901019-75
6 pack @ \$43.60/bottle
- Marimba Tropical Tease Rum
320-44766-75
12 pack @ \$9.95/bottle
- Mathilde Café
430-67650-37
12 pack @ \$7.95/bottle
- Merry's Special Reserve
120-15700-75
12 pack @ \$18.95/bottle
- Prism Citron Vodka
290-41680-75
12 pack @ \$15.60/bottle
- Prism Mandrin Vodka
290-41686-75
12 pack @ \$15.60/bottle
- Prism Raspberry Vodka
290-41690-75
12 pack @ \$15.60/bottle
- Prism Vanilla Vodka
290-41682-75
12 pack @ \$15.60/bottle
- Prism Vodka
280-37566-75
12 pack @ \$15.60/bottle
- Puerto Vallarta 100% Agave Reposado
499-89736-75
6 pack @ \$23.85/bottle
- Puerto Vallarta Tequila Gold
499-89740-75
12 pack @ \$11.05/bottle
- Smith Woodhouse 1976 Colheita
525-990338-75
12 pack @ \$41.70/bottle
- Van Gogh Dutch Chocolate
265-34993-75
12 pack @ \$26.85/bottle
- White Fang Cinnamon/Peppermint Schnapps
490-84980-75
12 pack @ \$14.90/bottle

Product Updates

Product Changes

- Rio Grande Silver Tequila
498-88398-17
6 pack @ **\$25.85/bottle**
- Seagram Lime Twisted Gin
235-33258-17
70 proof
- Seagram Lime Twisted Gin
235-33256-75
70 proof

Discontinued

- Eduardour 10yr
100-4886-75
- Gallo Thunderbird
575-97870-15
- Glen Devron 5yr
100-4953-75
- Jose Cuervo Anejo
499-89190-75



Specially Selected for Montana

Jack Daniel's Single Barrel

No two barrels of whiskey are exactly alike and only one has been specially selected for Montana. Hand bottled, this barrel of whiskey will arrive in elegant 750ml decanters that bear Mr. Jack's signature in raised glass, capped with a wood and cork topper. Each decanter displays the individual barrel number, the rick from which it was taken in the Jack Daniel's barrelhouse and the date when the whiskey was bottled. A medallion around the decanter announces that this whiskey was bottled exclusively for Montana. Because this is a single barrel, quantities are limited. To take advantage of this unique purchase opportunity, contact your Montana state liquor distribution representative today.

Thank you for your continued support.

Michelle Lemm
Alliance Spirit's & Wine, LLC